

Message Text

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ACTION EB-11

INFO OCT-01 AF-10 ISO-00 CCO-00 CIAE-00 OTPE-00 FCC-03

INR-10 NSAE-00 OC-06 RSC-01 COME-00 AID-20 FRB-02

TRSE-00 XMB-07 OPIC-12 SPC-03 CIEP-02 LAB-06 SIL-01

OMB-01 DRC-01 /097 W

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R 141745Z JAN 74

FM USINT ALGIERS

TO SECSTATE WASHDC 0019

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PASS EXIM

E.O.11652: N/A

TAGS: BEXP, ETRD, AG

SUBJ: GTE NEGOTIATIONS WITH GOA ON EARTH SATELLITE
SUBSTATIONS

RE: (A) ALGIERS 2655 (B) ALGIERS 2636,
2637, AND 2638 (C) ALGIERS 1943

1. GTE REPRESENTATIVES WERE BACK IN ALGIERS ON COMMUNICATIONS
SATELLITE PROJECT. GTE SHARE OF PROJECT HAS GROWN WITH
ADDITIONAL SUBSTATIONS. ALGERIAN PTT NOW INTENDS TO ORDER 12
SO THAT GTE PART OF PROJECT NOW VALUED AT ABOUT 6-U MILLION
DOLLARS. GTE BELIEVES GOA WILL ORDER MORE IN FUTURE.

2. GTE REP LAYZELL WAS VEY PLEASED WITH FINAL OUTCOME LATEST
SESSION WITH ALGERIAN PTT, ESPECIALLY BAIRI. SCHEDULE FORESEES
NEGOTIATIONS FOR FINAL CONTRACT BY EARLY FEBRUARY. FIRST
SUBSTATIONS ARE TO BE DELIVERED BY NOVEMBER. SUBSTATIONS WILL BE
ALMOST COMPLETELY FABRICATED IN U.S.-- MINOR PARTS FROM GTE
SUBSIDIARIES IN SPAIN AND ITALY AND VERY LITTLE LOCAL
WORK.

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3. GTE REP SAYS ALGERIANS WISH TO FINANCE PROJECT WITH ASSISTANCE FROM EXIM. GTE WILL BE AGAIN SEEKING EXIM PARTICIPATION. BAIRI IS FLYING TO WASHINGTON JAN 23 AND WILL BE IN CONTACT WITH EXIM.

2. WE BELIEVE GTE CONTRACT IS IMPORTANT U.S. Foothold in ALGERIAN PTT WHICH UP TO NOW HAS BEEN PRIMARILY EUROPEAN ORIENTED. BAIRI IS NOW REPEAT NOW DIRECTOR FOR PROCUREMENT FOR ALGERIAN PTT WHICH, HE SAYS, HAS SOME 400 MILLION DOLLAR PROCUREMENT BUDGET UNDER 1973 -1977 FOUR YEAR PLAN BUDGET. (THESE ARE NOT FINAL FIGURES AS NEXT FOUR YEAR PLAN HAS NOT BEEN ADOPTED, BUT MINISTRIES HAVE A GOOD IDEA OF GENERAL MAGNITUDES) GTE IS ALREADY WORKING ON BIDS FOR ADDITIONAL PTT CONTRACTS. FINANCING OF THESE PROJECTS SHOULD NOT BE TIED TOGETHER, BUT FAVORABLE TREATMENT OF THIS FIRST PTT CONTRACT SHOULD ASSIST FURTHER CONTRACTS GOING TO U.S. FIRMS.

5. BAIRI IS FAVORABLE TO U.S. PROCUREMENT BUT NOT OVERLY KNOWLEDGEABLE OF FINANCING SIDE OF TELECOMMUNICATIONS. USINT RECOMMENDS CAREFUL CONSIDERATION OF GTE SUBSTATION CONTRACT AND, IF PROPOSAL MEETS BANK'S CRITERIA, BELIEVES PROJECT IS TYPE WHICH SHOULD BE SUPPORTED AS LEADING TO MORE U.S. EXPORTS TO ALGERIA OVER AND ABOVE PROJECT IN QUESTION AND IN NEW FIELD.

6. USINT HAS DISCUSSED THIS MESSAGE WITH LAYZELL OF GTE. WE INFORMED HIM THAT WHILE WE WOULD RECOMMEND EXIM PARTICIPATION, FINANCING OF PROJECT IS BANKING DECISION THAT EXIM MUST DECIDE ON ITS MERITS.
EAGLETON

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